



IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re application of:

BLUCHER

Appl. No. 09/491,639

Filed: January 27, 2000

For: **Contour Fit Pan Liner for a  
Food Service Pan**

Art Unit: 3727

Examiner: S. Castellano

Atty. Docket: 2102.0010000

**Supplemental Declaration Under 37 C.F.R. § 1.132**

Assistant Commissioner for Patents  
Washington, D.C. 20231

Sir:

I, the undersigned, Dr. Melvin L. Druin, residing at 105A Woodland Avenue, Avon-by-the-Sea, New Jersey 07717, declare and state as follows:

1. I am founder and President of PolyPlas Development L.L.C. a consulting and contract research and development company serving the plastics packaging industries, including the suppliers of plastics resins, packaging, and end-user processors / packers of plastics packaging for food and beverage use.

2. I have earned and been awarded a Doctor of Engineering degree in Chemical Engineering, a Master of Science degree in Chemical Engineering and a Bachelor of Science degree in Chemical Engineering, all from the New Jersey Institute of Technology.

3. I have about 40 years experience working and teaching in the field of chemical engineering with more than 35 years of that experience specifically working in and consulting to the plastics industry.

4. While working for Celanese Corporation over the years 1967-1984, I held the following positions: Celgard Microporous Films Group Leader, Engineering Resins Technical Manager, Engineering Resins Technical Director, and Plastics Group Technical Director.

5. While working for Campbell Soup Company over the years 1984-1990, I held the following positions: Vice President Packaging, Campbell Container Division; and Vice President Packaging, U.S. Division. In addition, I was elected as a corporate officer in 1988.

6. A curriculum vitae listing my education, industry experience, honors and fellowships, professional affiliations, U.S. Patents, publications, and conferences and publications is appended hereto.

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7. Based on my education and experience, I am an expert in plastics including materials, conversion, films, packaging, and food packaging.

8. I understand that the above-identified patent application ("patent application") is owned by M & Q Plastic Products, Inc. ("M&Q") of North Wales, Pennsylvania. I have never been an employee of M&Q. In addition, I have no financial interest in M&Q or in the patent application. I am currently consulting to M&Q on this and other matters. I am being paid for my time for providing such consulting services to M&Q.

9. I have reviewed the patent application, the Office Action dated April 14, 2004, and the pertinent references cited in the Office Action. I have also reviewed independent claims 1, 32, 34, 38, 42, and 53 as currently pending based on the amendment of February 6, 2004.

10. The invention claimed in the patent application relates to the field of food service equipment and supplies. More particularly, the invention relates to the art or field of plastics conversion in the context of food service. Plastics conversion involves converting plastic resin to a film, and converting plastic film to plastic bags. In my opinion, a person of ordinary skill in the art of plastics conversion (referred to hereafter as a "skilled person") would have about 5 to 7 years of experience working for a plastics converter and would have a Bachelor of Science degree in at least one of the following areas: plastics engineering, mechanical engineering, chemical engineering, packaging or industrial engineering. Typically, the work experience would involve applied engineering in which applications for resins and plastic films are sought.

11. The Office Action states that the invention recited in claims 1, 32, 34, 38, 42, and 53 would have been obvious to a skilled person in view of various combinations of U.S. Pat. No. 4,320,699 to Binks, U.S. Pat. No. 3,352,152 to Geigel, U.S. Patent No. 4,759,642 to Van Erden, 2,542,413 to Ibsch, Jr., U.S. Pat. No. 4,828,134 to Ferlanti, and a product brochure from M&Q Plastic Products, Inc. In my opinion, it would not have been obvious to a skilled person to combine the teachings of these documents to reproduce the claimed invention. Detailed support for my opinion is set forth below.

12. An important feature of the claimed invention is the contour fit pan liner, which is formed in the shape of a bag and includes an elegant contour. I describe this contour as "elegant" because of the way that it is implemented.

13. When I first saw an actual sample of the contour fit pan liner, I was presented with a square bottom pan liner (i.e., a bag-shaped pan liner without the contour fit) and the contour fit pan liner. I was puzzled by the shape of the contour fit pan liner. Even though I am well aware of many different bags, liners and food packages including bags that are gusseted to form a flat bottom or to be self-standing, it was not apparent to me why the contour fit pan liner was shaped like it is shaped. It was certainly not obvious to me why this shape was used or what advantages it would have. This is especially true when the pan liner is used in a large, shallow food service pan. Once it was explained to me how the

shape resulted in a contour fit in a food service pan, I then understood and appreciated the importance of the contour fit.

14. It is my opinion that a skilled person would generally be knowledgeable about cooking sheets such as that disclosed by Binks. A skilled person may not have specific knowledge about laminated cooking vessels such as those disclosed by Ferlanti and Ibsch, because such vessels are uncommon.

15. Binks discloses a cooking sheet, but does not disclose a contoured bottom edge. Furthermore, the cooking sheet of Binks is not a bag. It is a flat sheet with no shape separate from that of the pan in which it lies, and therefore does not offer the same advantages or suffer from the food entrapment problem of a bag-type pan liner.

16. Ferlanti and Ibsch disclose laminated vessels which bear little relevance to the bag-shaped pan liner of the invention. Neither Ferlanti nor Ibsch would suggest to a skilled person to line a pan with a liner having a pre-formed bag-shaped body.

17. Ferlanti discloses a cooking vessel having a plurality of nested metal layers. A liquid or TEFLON material is disposed between the metal layers to improve heat transfer. The metal layers of Ferlanti constitute the food-contacting surface or liner. The liquid or TEFLON material is used for heat transfer and does not constitute a liner. Thus, Ferlanti teaches use of metal, not plastic, as a liner.

18. Ibsch discloses a laminated dish. The dish is made from moisture-proofed paper, plastic, or other composition material. Such a dish is for a wholly different application than the present invention. Ibsch is not a liner, and is unsuitable for high temperature use or for cook, serve, and store applications.

19. Regarding the Geigel patent, the disclosure of this patent is not relevant to food packaging or to the goal of providing a "lining." Geigel describes a bag used in industrial packaging. In my experience, this type of packaging process is known as a "form, fill and seal" operation. In the examples described in Geigel, the bags are typically one cubic foot or more and designed to hold 50 to 100 lbs of cement, fertilizer, or other inert materials that may be shipped on a pallet. The bag material described has a 4-15 mil thickness and is not in any way suitable for cooking or storage of food items. These parameters are consistent with what a skilled person would expect in these types of industrial packaging processes.

20. The Geigel patent shows that triangular edge pieces are cut from his bag. I have reviewed the advantages Geigel describes at col. 1, lines 27-32 for this industrial packaging structure. The advantages Geigel suggests in the context of his dry bulk bags include stackability, palletization, and ease of filling and processing. These advantages apply only in an industrial "form fill and seal" operation for these types of products, and would not suggest any utility of this structure to a skilled person working in the field of the Blucher application, food service pan liners.

21. In general, skilled persons in the field of food packaging would not look to the area of industrial packaging, and particularly to the Geigel patent, for a way to improve cooking pan liners. The design of cooking pan liners is unique in terms of the temperature environment and the goals of the liner. In the field of the claimed invention, there is a need to prevent spoilage and migration of the food into or out of the bag material. There is also a need to meet FDA regulatory restrictions, have the liner fit into a food service pan, and a need for convenience features. For all these reasons food packaging is a much more sophisticated area of endeavor than the field of industrial packaging. Industrial packaging has different goals and does not have the same restrictions and requirements as food packaging. Skilled persons in this field recognize that leading edge technology usually comes from the food packaging field. Therefore, skilled persons would not look to industrial packaging to determine how to create an improved food package. Rather, industrial package designers typically look to food packaging for new ideas.

22. Thus, skilled persons in the field of the Blucher application would have no motivation to combine the Geigel structure with Binks, Ibsch, or Ferlanti.

23. In the unlikely event that a skilled person seeking to create an improved food service pan liner had examined Geigel, they would not find enough information to make or use the Blucher invention. Geigel does not suggest using his bag as a lining for anything, and does not suggest how the bag might be fitted into a pan. The Blucher pan liner structure fits into a food service pan in a unique manner that is not suggested by any of the patents cited in the Office Action.

23. The Van Erden patent is similarly irrelevant to the field of the Blucher application. Van Erden relates to packaging of bulky dry products, particularly cereal. Cereal packaging is a specialized field involving synergies between the cereal box and the bag. The cereal box provides protection against breakage in shipping, and establishes a rectangular shape that allows the boxes to be closely packed in cartons for shipping. Also, the cereal box has a significant retail display function. Dry cereals don't look good in bags and won't stand up on shelves in a bag. For all these reasons, it has become conventional in the field of cereal packaging to package cereal in a closed bag inside a box.

24. A skilled person seeking to design an improved food service pan liner would not look to conventions in the design of dry food packaging to find ideas for cooking and liquid or wet food storage. More innovation and development are found in the liquid or wet packaging fields. In the dry bulk packing field, issues such as temperature resistance, chemical resistance, reheating, and migration of food into the packaging materials are never addressed. Thus, skilled persons in this field would tend to dismiss dry food packaging as lacking any solutions to wet food issues. Packages such as that shown in Van Erden do not work for cooking and liquid or wet food storage applications.

25. For the foregoing reasons, skilled persons in the field of the Blucher application would not be motivated to combine the Van Erden structure with any of the Binks, Ibsch, Ferlanti, or Geigel patents in an effort to produce an improved food service pan liner.

26. Even if a skilled person in this field considered Van Erden, the Van Erden disclosure does not provide the information needed to make and use the Blucher invention. Van Erden does not suggest the fit and features of the Blucher liner. Van Erden's bag fits into its carton in a different way, compared to how the Blucher pan liner fits into its pan. Van Erden provides a four-corner bag that is filled with a bulk dry material, in a carton with a narrow bottom. The Van Erden bag never conforms to the shape of the carton in which it is placed. Van Erden's bag has four shaped corners and seals at the top. The primary purpose of Van Erden's design is to provide a reclosable bag that preserves freshness.


27. The M&Q product brochure shows a polymeric cooking bag, but does not suggest having a contour fit to prevent food entrapment.

28. Polyethylene pan liners have been used in the food service industry for more than about 30 years. Because polyethylene cannot withstand temperatures of more than about 100 degrees Celsius, polyethylene pan liners are not used for cooking in a gas or electric oven or on a stove or for reheating or high temperature serving. However, they have seen widespread use for serving and storage. While these polyethylene pan liners suffer from the same food entrapment problem as the high temperature pan liners, I have not seen any pan liner prior to the present invention that had a contour fit.

29. It is my opinion that this long standing deficiency in low temperature pan liners and in the later-developed high temperature pan liner is evidence that the claimed invention would not have been obvious to a person of ordinary skill in the art.

30. I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code and that such willful false statements may jeopardize the validity of the present patent application or any patent issued thereon.

Respectfully submitted,

  
Dr. Melvin L. Druin

Date: Dec. 13, 2004



## **Dr. Melvin L. Druin - Biography**

Dr. Melvin L. Druin is the founder and President of M. L. Druin and Associates and PolyPlas Development L.L.C., both consulting and contract R & D companies, serving the plastics packaging industries (since 1990), including the suppliers of plastics resins, packaging, and end-user processors / packers of plastics packaging for food and beverage use.

He is the founding Executive Director of the Center for Processing of Plastic Packaging at New Jersey Institute of Technology (NJIT). CPP was the first Center in the USA to focus exclusively on the processing and manufacturing of plastics for packaging uses. The Center, with broad based capabilities and expertise in extrusion, injection molding and co-extrusion of multi-layer solid and foamed sheet /thermoformed packaging , provides proprietary-sponsored contract R & D services to member companies

He also currently serves as the Director of Development for the Polymer Processing Institute (PPI) at New Jersey Institute of Technology (NJIT).

Dr. Druin has a Doctorate in Chemical Engineering from NJIT. He has thirty - four years experience as a plastics researcher; senior level industry executive; University Research Professor and University senior level executive; and industrial consultant.

He served as an Officer and Corporate Vice President for Campbell Soup Company, from 1984 - 1990, responsible for the company's worldwide packaging R & D organization. He developed the corporate packaging strategy and positioned Campbell as a leader in developing consumer oriented, functional packaging forms, with a focus on improved and new convenience packaging for shelf stable, frozen and refrigerated food applications .

His packaging organization at Campbell's started-up Campbell's Plastic Center to develop new prototype plastic packaging and was also responsible for developing and implementing new two-piece metal can self-manufacturing, and for technical service support to Campbell's worldwide can operations.

As an expert in plastics technology as well, his organization designed and commercialized Campbell's first CPET plastic food tray manufacturing operation at their Modesto, California Plant. This facility was the largest scale CPET line in the world, producing up to 125 million dual ovenable trays for Campbell's Swanson Frozen Food Division.

Dr. Druin joined Campbell in 1984, after seventeen years with the Celanese Plastics & Specialties Company, where he served as Technical Director of the Plastics Group and Engineering Resins.

At Celanese, he was responsible for a staff of 110, with an expense budget of \$10 million, supporting all technical process, product, application and diversification R & D activities in the areas of Engineering Resins (Celcon Acetal Copolymer, PBT, and Nylon 6), High Performance Resins (Liquid Crystal Resins), PET Bottle Resins, Extruded Pipe and Fittings, and Spray Spun Nylon Filter Cartridges. He was responsible for R & D laboratories and associated staffs, located in Summit, New Jersey, Corpus Christi, Texas, and Hilliard, Ohio. In addition Dr. Druin was also responsible for Engineering Resins Technical Service (field technical support functions to the end-users).

At Celanese, he was the co-inventor of Celgard Microporous Film, now commercial with sales exceeding \$100 MM, used for specialty medical devices such as, membrane oxygenators (for open-heart surgery), for skin patches (control and release of drugs into the body) and for high energy battery systems.

Dr. Druin is the inventor of Celanese's manufacturing process for graphite fibers. The business was sold to BASF for \$165 million in 1984.

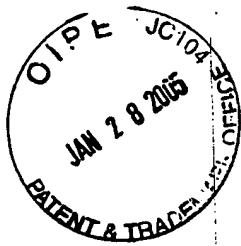
While at Celanese his technical organization developed and supported the commercialization of PETPAC, PET resin for use in carbonated beverage bottles, in 1978, becoming the second supplier, following Goodyear into the marketplace.

### **General**

Dr. Druin is the author of 14 issued U.S. patents in engineering plastics, structural composites, polymer blends, and microporous plastic films. He is also the author of over 35 papers and conference presentations in plastics packaging and plastics materials.

Dr. Druin served on the Board of Trustees of New Jersey Institute of Technology, (NJIT), 1988-1996, was a past Chairman of the Board of Trustees of the Plastics Institute of America, and served on the Advisory Committees for the Departments of Chemical Engineering at NJIT, University of Southern Mississippi and Manhattan College.

He was awarded the NJIT Trustee Award, and the NJIT Edward F. Weston Medal for Distinguished Professional Achievement by an Alumnus. He was inducted into the New Jersey Inventor's Hall of Fame in 1992.



**DR. MELVIN L. DRUIN**  
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### **ACCOMPLISHMENTS - SUMMARY**

Doctor of Engineering Sciences with thirty two years of technical R & D, and management accomplishments, including fourteen issued U.S. patents in plastic films, engineering resins and composites and the author of over thirty papers and conference presentations in plastics and packaging.

As Campbell Soup Corporate Vice President was responsible for the company's worldwide packaging organization.

At New Jersey Institute of Technology founded and started-up the Center for Processing of Plastic Packaging (CPPP).

Founded M. L. Druin & Associates, (consulting group) and co-founded PolyPlas Development (a contract R & D company), both specializing in packaging systems for food and beverage applications, and advanced plastic materials.

### **CENTER FOR PROCESSING OF PLASTIC PACKAGING**

- As founder and Executive Director of the Center for Processing of Plastic Packaging, the Center is the first in the USA to focus exclusively on the processing and manufacturing of plastics for packaging uses. The Center provides proprietary-sponsored contract R & D services to member companies from the resins, packaging and end-user (food, pharmaceutical, medical, etc.) industries.

### **M. L. DRUIN & ASSOCIATES / PolyPlas Development**

- As founder and President of M. L. Druin & Associates and co-founder and President of PolyPlas Development, established major consulting and contract research & development services in plastics converting and packaging with Dow Plastics, Shell Chemical Co, Goodyear Polyester Division, Walter Dorwin Teague Associates, Inc., Campbell Soup Co., Church & Dwight, Alusuisse / Thermo-Plate, Philippines / Micronesia & Orient Navigation Company, Sig Combibloc Inc., Triarc Beverage Group, Sealed Air, and Pepsi Cola
- Provided these companies and others with consulting and contract development services focused on commercial and market development, application and technical development, business strategy development, and new business diversification.
- Identified market / end-user directed packaging opportunities, for a major food and a major beverage company, with bottom line dollar potential of \$25 - \$100 million.

### **CAMPBELL SOUP COMPANY**

- As Campbell Soup Company Corporate Vice President and head of its worldwide packaging organization, built a packaging technical R & D organization to help Campbell to grow globally and to differentiate its food products with a competitive edge in packaging performance and cost.



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#### **M. L. DRUIN & ASSOCIATES / PolyPlas Development**

- As founder and President of M. L. Druin & Associates and co-founder and President of PolyPlas Development, established major consulting and contract research & development services in plastics converting and packaging with Dow Plastics, Shell Chemical Co, Goodyear Polyester Division, Walter Dorwin Teague Associates, Inc., Campbell Soup Co., Church & Dwight, Alusuisse / Thermo-Plate, Philippines / Micronesia & Orient Navigation Company, Sig Combibloc Inc., Triarc Beverage Group, Sealed Air, and Pepsi Cola
- Provided these companies and others with consulting and contract development services focused on commercial and market development, application and technical development, business strategy development, and new business diversification.
- Identified market / end-user directed packaging opportunities, for a major food and a major beverage company, with bottom line dollar potential of \$25 - \$100 million.

#### **CAMPBELL SOUP COMPANY**

- As Campbell Soup Company Corporate Vice President and head of its worldwide packaging organization, built a packaging technical R & D organization to help Campbell to grow globally and to differentiate its food products with a competitive edge in packaging performance and cost.

**CAMPBELL SOUP COMPANY (Continued)**

- Positioned Campbell Soup Company as a leader in developing consumer oriented, functional packaging forms, with a focus on improved and new convenience packaging for shelf stable, frozen and refrigerated food applications.
- Developed and implemented new metal can technology for two piece can self-manufacturing Responsible for technical service and manufacturing support to Campbell's worldwide can operations (produce over 5 billion cans / year for captive use).
- As an expert in plastics technology, designed and commercialized Campbell's first plastic (CPET) container manufacturing operation at their Modesto, CA frozen food plant.
- Developed 5-year Corporate Packaging Strategy that identified packaging savings potential of over \$30 MM.
- Established over 60 vendor / material supplier joint development packaging programs with 40 companies in the U. S., Europe, and Japan.
- Set Corporate policies and strategies on packaging and solid waste and on tamper evidence.
- Developed and implemented a New Packaging Development Process for rapidly commercializing new packages: from the ideation or identification stage; through concept development; to package development; to commercialization in Campbell's food plants.
- Started up Campbell's Plastic Center to develop new prototype plastic packaging.

**CELANESE PLASTICS & SPECIALTIES COMPANY**

- Inventor of Celgard Microporous Film. Scaled-up and started up semi-works. Product now commercial, with sales over \$100 MM, in medical and energy applications.
- Basic inventions in Graphite Fibers; scaled-up process; started up first semi-works. Business sold to BASF for \$165 million in 1984.
- Developed manufacturing process for PBI monomer; from laboratory through commercial scale.
- Developed two new product lines; PETPAC (PET resin for carbonated beverage bottles) and Hytrex (spay spun Nylon industrial filter cartridges), commercialized in 1978 and 1979, respectively.
- Implemented cost reduction program in Engineering Resins, resulting in cumulative cost savings of \$43 MM from 1976 through 1982, with an in-year savings, in 1982 of \$13 MM.
- Developed a worldwide Polyacetal Technical Strategy with German and Japanese affiliates.
- Developed and implemented a process of commercializing new plastic products, from the opportunity - identification stage through product / process development to full commercial manufacture and sale.
- Established an Applications Development organization, to broaden and grow the end-use applications of current and newly developed Engineering Resins products.

**PROFESSIONAL EXPERIENCE****NEW JERSEY INSTITUTE OF TECHNOLOGY****1994-1997****Executive Director - Center for Processing of Plastic Packaging (CPPP),  
Research Professor of Chemical Engineering**

Responsible for founding and starting-up CPPP. Responsible for business strategy, financial plans and for identifying and developing major funding sources and Center membership. Responsible for identifying major areas of technical focus.

**M. L. DRUIN & ASSOCIATES / POLYPLAS DEVELOPMENT****1990-Present****President and Founder**

Formed M.L. Druin & Associates in 1990 and PolyPlas Development in 1994 to provide technical development, commercial and market development, new business diversification, and strategy development expertise and consulting and technical development services in the areas of plastics converting and packaging and in high performance plastics materials. The latter includes engineering plastics, structural composites, polymer alloys and blends, and speciality microporous films.

**CAMPBELL SOUP COMPANY****1984-1990****Vice President Packaging - Corporate Officer (Elected Corporate Officer, 1988)  
V.P. Packaging Systems, U.S. Division (1989-1990)  
V.P. Packaging, Campbell Container Division (1986-1989)**

Responsible for the Corporate Packaging Research & Development function (75 people) servicing worldwide Campbell Soup Company packaging and metal can needs; responsible for the Plastics Packaging Technical Center and Laboratory in Moorestown, NJ, and for all container manufacturing technical service and support. Primary liaison with all Business Units, worldwide. Responsible for approval of all new packaging capital improvements, for U.S. Division.

Responsible for identifying, developing and implementing all new and improved packaging systems. Program management responsibility for all new and modified packaging systems, from concept through commercialization in the plants and including packaging specifications, cost improvements, packaging design, regulations and interface with packaging converters, equipment vendors and material suppliers.

**Director of Packaging Development and the Plastics Center (1984-1986)**

Responsible for all packaging development, worldwide, for the Campbell Soup Container Co., and for the Plastics Packaging Technical Center in Moorestown, NJ.

**CELANESE PLASTICS & SPECIALTIES COMPANY (CP & SC)****1972-1984****Technical Director, Plastics Group (1978 - 1984)  
Technical Director, Engineering Resins**

Responsible for all technical process, product, application and diversification and research activities affecting the Engineering Resins, Piping Systems, Polyester Bottle Resin and

**CELANESE PLASTICS & SPECIALTIES COMPANY (Continued).****1972-1984****Technical Director, Plastics Group (1978 - 1984) - (Continued)**  
**Technical Director, Engineering Resins**

Hytrex Spray Spun Cartridge Divisions of CP & SC. Primary technical liaison with Marketing and Manufacturing groups and with affiliate partner companies in Europe and Japan. In addition, directed Engineering Resins Technical Service for a two year period.

Responsible for a staff of 110 people with an expense budget of \$10 million, including the Engineering Resins Molding and Product Dev. Laboratory in Summit, NJ, the Engineering Resins Process and Manufacturing Development Pilot Operations in Corpus Christi, Texas, and the Piping Divisions Product and Process Laboratory and Hytrex Pilot Plant in Hilliard, Ohio.

**Technical Manager, Engineering Resins (1974-1978)**

Responsible for all Engineering Resins process and product R & D, Polymer Processing Pilot Plant and New Business Exploration.

**Group Leader, Celgard Microporous Films (1972-1974)**

Responsible for Celgard microporous film application, product, process development, technical services, and semi-works scale-up, start up and operations.

**CELANESE RESEARCH COMPANY****1967-1972****Group Leader, Senior Engineer (1967-1972)**

Responsible for Composites / Graphite Fiber basic process and product R & D, technical service and semi-works design start-up and operations. Responsible for microporous film research, new tire cord research and chemicals synthesis and scale-up.

**NEW JERSEY INSTITUTE OF TECHNOLOGY****1962-1967****Instructor of Chemical Engineering (1962-1967)**

Taught courses in: Computers for Chemical Engineers; Fluid Flow; Heat Transfer; Thermodynamics; and Industrial Organic Chemistry

**EDUCATION**

D.E.S. in Chemical Engineering, New Jersey Institute of Technology  
**1968**

M.S. in Chemical Engineering, New Jersey Institute of Technology

**1964**

B.S. in Chemical Engineering, New Jersey Institute of Technology

**1962****HONORS AND FELLOWSHIPS**

New Jersey Institute of Technology Edward F. Weston Medal for Distinguished Professional Achievement by an Alumnus, May 1993

Inducted into New Jersey Inventor's Hall of Fame, Feb. 1992.

**HONORS AND FELLOWSHIPS (Continued)**

Outstanding Service Award, NJIT's Educational Opportunity Program, May 1992.  
Lupus Foundation of New Jersey Outstanding Service Award, April, 1989.  
Leadership Service Award, Plastics Institute of America, April, 1986.  
New Jersey Institute of Technology Trustee Award, May 1985.  
National Science Foundation Fellowship for Engineering Teachers, Summer, 1964.  
DuPont Research Fellowship, Summer, 1966.  
Cyanamid Teaching Fellowship, 1962-1964.  
Nopco Chemical Co. Scholarship, 1961-1962.  
National Science Foundation Research Fellowship at Syracuse University, Summer 1961.

**PROFESSIONAL AFFILIATIONS**

Board of Trustees of New Jersey Institute of Technology; Appointed by the Governors of NJ, Jan. 1989 to July 1994.

Chairman of the Board of Trustees of the Plastics Institute of America, 1984-1986; Chairman Elect 1983-1984; Member of Board, 1980 - 1990.

Chairman of the Community Advisory Board (CAB) of New Jersey Institute of New Jersey Educational Opportunity Program, 1983-1986; Vice Chairman of CAB, 1980-1983; Member of CAB, 1978-1988.

Chairman of the Advisory Committee of New Jersey Institute of Technology Chemical Engineering Department, 1986; Member of the Advisory Committee, 1981-1987.

Member of the Advisory Committee, University of Southern Mississippi, Chemical Engineering Department, 1977-1978.

Member of the Advisory Committee, Manhattan College Chemical Engineering Department, 1974-1977.

**OTHER AFFILIATIONS**

Treasurer of the Board of Trustees of the International Enamelist Society, 1997 to present.

President of the Board of Trustees of The Craft Emergency Relief Fund, 1995 to 1997; Treasurer and Member of the Board, Oct. 1991 to 1995.

Vice President, Board of Trustees of Lupus Foundation of New Jersey, 1989 to present; Member of the Board, 1986 to present; Chairman of Corporate Sponsors Program, 1986 to present.

President of First Mountain Crafters, 1974-1975; Board of Trustees 1973 to 1994; Director and co-founder of Co-op Craft Gallery, South Orange NJ, 1980-1990.

**PERSONAL**

Married; Three daughters; Height 6' 3 "; Weight 210 lbs.

UNITED STATES PATENTS ISSUED

- 3,679,538. "Novel Open-Celled Microporous Film," July 25, 1972
- 3,723,150. "Surface Modification of Carbon Fibers," March 27, 1973
- 3,723,157. "Production of Resin Impregnated Fibrous Graphite Ribbons," March 27, 1973
- 3,754,957. "Enhancement of the Surface Characteristics of Carbon Fibers," Aug. 28, 1973
- 3,801,404. "Novel Open-Celled Microporous Film," April 2, 1974
- 3,853,418. "Safety Support for Use Adjacent to a Vehicular Trafficway," Dec. 10, 1974
- 3,859,187. "Electrolytic Process for the Surface Modification of High Modulus Carbon Fibers," Jan. 7, 1975
- 3,865,876. "Synthesis of 3,3' Diaminobenzidine From 3,3' Dichlorobenzidine," Feb. 11, 1975
- 3,894,884. "Process for the Enhancement of Low Modulus Carbon Fibers," July 15, 1975
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- 4,229,340. "Glass Fiber-Reinforced PET/Nylon Blends," Oct. 21, 1980
- 4,351,758. "Polyester Blends; Polyethylene & Polybutylene Terephthalate," Sept. 28, 1982
- 4,444,931. "Polyester Blends; Smoothness, Gloss," April 24, 1984

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Kreps, S.I., Druin, M.L., Czorny, B., "Florescence Analysis for Traces of Naphthacene in Anthracene," Analytical Chemistry, Vol. 37, Pages 586-588, April 1965

Kirshenbaum, I., Issacson, R.B., Druin, M.L., "Higher Order Transitions in Poly-3-Methyl-1-Butene and Poly-4-Methyl-1-Pentene," Polymer Letters, Vol. 3, Pages 525-528, 1965

Druin, M.L., Kreps, S.I., "Prediction of Viscosity of Liquid Hydrocarbons," I & EC Fundamentals, Vol. 9, Pages 79-83, Feb. 1970

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Chairman - FoodPlas II Conference, Secaucus, NJ, Feb., 1985  
Chairman - FoodPlas IV Conference, Orlando, FL, Mar., 1987  
Chairman - FoodPlas V Conference, Orlando, FL, Mar., 1988  
Chairman - FoodPlas VI Conference, Orlando, FL, Mar., 1989  
General Chairman - FoodPlas VIII Conference, Orlando, FL, Mar., 1991  
General Chairman - FoodPlas IX Conference, Orlando, FL, Mar., 1992

"Summary & Review," presented at FoodPlas I, Secaucus, NJ, Feb., 1984  
"Summary & Review," presented at FoodPlas II, Secaucus, NJ, Feb., 1985  
"Summary & Review," presented at FoodPlas III, Orlando, FL, Mar., 1986  
"Summary & Review," presented at FoodPlas IV, Orlando, FL, Mar., 1987  
"Summary & Review," presented at FoodPlas V, Orlando, FL, Mar., 1988  
"Summary & Review," presented at FoodPlas VI, Orlando, FL, Mar., 1989

"Future Packaging Challenges," part of executive panel at the DuPont Packaging Forum, NY, NY, Feb., 1987

"Innovations in Plastics Packaging at Campbell Soup Company," presented at FoodPlas IV, and published in the Conference proceedings, Orlando FL, Mar., 1987

"Shelf Stable Soups; Behind the Scenes," presented with Tarr, G. at FoodPlas V, and published in the Conference proceedings, Orlando, FL, Mar., 1988

"An Overview of Packaging and Supplier Interaction and Innovation at Campbell Soup Company," presented at the Plastics Show, and published in the Conference proceedings, Chicago, IL, June, 1988

"Packaging Trends and Needs at Campbell Soup Company," presented at the DuPont Converter Conference, and published in the Conference proceedings, Zermatt, Switzerland, Jan., 1989

"Microwave Packaging at Campbell Soup Company," presented at the Eastern Food Science Conference VI, Food Technology: A View of the Future, and published in the Conference proceedings, Hershey, PA, Oct., 1989

"Facing Solid Waste Issues in the Food Industries," part of an executive panel at Future-Pak '89, Miami, FL. Dec., 1989

"Microwave Packaging at Campbell Soup," presented at the 5th International Conference on Specialty Plastics and Applications, and published in the Conference proceedings, Zurich, Switzerland, Dec., 1989

"What the Green - Conscious Food Processor Wants From Its Packaging Suppliers," presented at EnviroReg '90 Conference, and published in the Conference proceedings, Arlington, VA, Dec., 1990

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CONFERENCES AND PRESENTATIONS (Continued)

"Food Packaging Development," presented at University of California Food Product Development / Ingredient Technology Workshop, Davis CA, March 17, 1993

"Partnering . . . Another Approach to Growing Your Business," presented at Packaging Strategies '93 Conference, and published in the Conference proceedings, Atlanta, GA, April 1, 1993

"New Packaging Technologies," presented at Private Label Manufacturers Association Conference on Packaging & Raw Materials, and published in the Conference proceedings, Cambridge Massachusetts, April 27, 1993

"Packaging Prospects for Post-Consumer Recycled Plastics", presented at Green Packaging '94 Conference, Washington, D.C., June 1-2, 1994

"Competitive Analysis: Tools to Understand your Competition", presented at SPE RETEC How to Thrive in the Leaner Meaner '90s, Ryebrook, NY, October 6, 1994

"Microporous Polymeric Films - Relationship of Membrane Properties to Process & Morphology", Seminar presented at New Jersey Institute of Technology, CHE Dept., Newark, NJ, Nov. 1994

"What's Hot in Plastics Packaging? . . . PET Packaging," presented at AIChE 1995 Fall Lecture Series: Chemical Engineering for the Twenty-First Century, Session # 5, Florham Park, NJ, Oct. 19, 1995.

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Moderator of End-User Panel, "How are Buyers of PET Packaging Addressing Issues Important to the Success of Their Food and Beverage Businesses", Session 3, May 8, 1996.

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"How the Chemical Revolution in Plastics Will Alter Packaging", presented at Packaging Strategies '97 Conference, and published in the Conference proceedings, Atlanta, GA, April 4, 1997

"CPET and APET Markets, Trends and Applications", presented at Workshop: APET and CPET Sheet Coextrusion and Thermoforming for Food Tray Uses, and published in the Workshop proceedings, New Jersey Institute of Technology, Newark, NJ, Session # 1, May 27, 1997.

" Potential Applications for Barrier CPET . . . Myth or Reality", presented at Workshop: APET and CPET Sheet Coextrusion and Thermoforming for Food Tray Uses, and published in the Workshop proceedings, New Jersey Institute of Technology, Newark, NJ, Session # 1 May 27, 1997



CONFERENCES AND PRESENTATIONS (Continued)

"CPET and APET Food Tray Performance Requirements", presented at Workshop: APET and CPET Sheet Coextrusion and Thermoforming for Food Tray Uses, and published in the Workshop proceedings, New Jersey Institute of Technology, Newark, NJ, Session # 2 May 28, 1997

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Moderator of "Packaging User Panel . . . Here's What We Think", Session # 1, May 29, 1997.

" PET Properties and Performance Requirements for Bottles and Food Trays", presented at Polyester Packaging: The Critical Path Ahead Conference, and published in the Conference proceedings, Newark, NJ, Session # 2, May 29, 1997.

" What Drives PET Bottle Pricing", presented at Polyester Packaging: The Critical Path Ahead Conference, and published in the Conference proceedings, Newark, NJ, Session # 2, May 29, 1997.

" Use of Post-Consumer PET in Packaging for Food and Beverage Use", presented at Polyester Packaging: The Critical Path Ahead Conference, and published in the Conference proceedings, Newark, NJ, Session # 2, May 30, 1997.

"New PET Technologies", presented at Becton Dickinson Seminar Series, Franklin Lakes, NJ, June 27, 1997.

" CPET Sheet for Food Applications: Markets and Manufacturing", presented at Film & Sheet 97 Conference, and published in Conference proceedings, Somerset, NJ, Dec. 10, 1997.

**CONFERENCES AND PRESENTATIONS** (Continued)

Chairman – DRINKPAK '99, The International Conference on New Developments in Beverage Packaging, Sponsored by Ryder Associates, Inc., and Future-Pak Conferences, Inc., Orlando, Florida, December 1-3, 1999.

Moderator of Packaging User Panel, "What we Need from our Equipment and Materials Suppliers", Session 2, Dec. 2, 1999.

"Is Heat-Set PET Going Down for the Count Versus Aseptic and Extended Shelf Life (ESL) for Filling Juices and New Age Beverages? Is ESL Milk Positioning Itself as a New Age Beverage", presented at DRINKPAK '99, The International Conference on New Developments in Beverage Packaging, and published in the Conference proceedings, Orlando, Florida, Session 2, December 2, 1999.

"The US Market: Current and Future Applications for Aseptic Shelf-Stable and ESL Products in Plastics Containers", presented at DRINKPAK '99, The International Conference on New Developments in Beverage Packaging, and published in the Conference proceedings, Orlando, Florida, Session 2, December 2, 1999.



IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re application of:

Timothy L. BLUCHER

Appl. No. 09/491,639

Filed: January 27, 2000

For: **Contour Fit Pan Liner for a  
Food Service Pan**

Art Unit: 3727

Examiner: S. Castellano

Atty. Docket: 2102.0010000

**Supplemental Declaration Under 37 C.F.R. § 1.132**

Assistant Commissioner for Patents  
Washington, D.C. 20231

Sir:

I, the undersigned, Timothy L. Blucher, residing at 503 Mininger Road, Souderton, Pennsylvania 18964, declare and state as follows:

1. I am Vice President, Sales & Marketing of M & Q Plastic Products, Inc. ("M&Q") of North Wales, Pennsylvania, which is the assignee of the above-identified patent application.

2. I invented the contour fit pan liner that is the subject of the above-identified application. My duties at M&Q include overseeing marketing of products such as the contour fit pan liner.

3. M&Q sells the contour fit pan liner disclosed and claimed in the above-identified application under the trademark PanSaver®. M&Q identifies the claimed invention for sales purposes by the use of the term "contour fit," "shaped seal," and/or the trademark PanSaver®. In contrast, conventional square bottom products do not have a "contour fit" and are not sold under the trademark PanSaver®. Therefore, any reference in

this declaration and its attachments to "contour fit" pan liners and/or PanSaver® brand pan liners is a reference to the claimed invention.

4. There are six independent claims pending in my application: Claims 1, 32, 34, 38, 42, and 53. Each of these claims encompasses the contour fit pan liners sold by M&Q under the PanSaver® trademark. Therefore, there is a direct nexus between the pending claims and M&Q's line of PanSaver® brand contour fit pan liners.

5. Prior to the introduction of the PanSaver® product with its contour fit feature, M&Q offered only conventional square-bottom pan liners. Many food service managers were resistant to the idea of using a pan liner because food portions became stuck in the corners of conventional pan liners. These food service managers preferred to invest substantial additional effort in cleaning their pans, rather than accept the waste associated with food being trapped in the corners of the conventional pan liners.

6. The introduction of the PanSaver® brand liner with its contour fit feature has been a key factor in overcoming that resistance to the use of pan liners in the food service industry. The increasing use of pan liners since introduction of the contour fit feature has produced substantial savings of time, money, and water and other natural resources required to scrub baked-on food from pan surfaces.

7. M&Q has received both verbal and written testimonials to the benefits of the PanSaver® brand contour fit pan liner. Samples of actual testimonial letters are attached as Exhibit A. As can be seen, the food service industry values the contour fit feature in particular, as well as the other benefits of pan liners that can now be achieved because the contour fit feature solved the problem of wasted food portions. For example, the letter from Luan Westfall, purchasing manager of Das Dutchman Essenhaus, states that "[t]he shape of the liners are better for our use than the square bags because no food collects in the corners and the contour shape adhere to the pans nicer for serving." (sic).

8. As one example of a verbal testimonial to the value of the invention, in October of 2001, I made a product presentation to Handgards, Inc., a major food service distribution company. In a meeting with Handgards' executives and representatives, a Handgards executive asked "How important is the contour fit?" One of his representatives responded immediately saying "It's huge" and noted that the feature (the same feature recited in the pending claims of my application) is "very important to the schools." Since introduction of this inventive product, I and other M&Q representatives have received many similar unsolicited verbal testimonials to the advantages of the contour fit.

9. When purchasing pan liners, some food service managers now issue "approved brand" bid requests specifying the "PanSaver®" pan liner. Similarly, many users now issue "no substitute" bid invitations indicating that *contour fit* pan liners must be provided, to the exclusion of any available substitutes. As further testament to the importance of the contour fit, ARAMARK (the world's largest food service contractor) has selected PanSaver® as the "preferred" and "specified" high temperature liner. This means that ARAMARK managers are not permitted to purchase any other brand of high temperature liner. Issuance of these bid requests and instructions specifying the PanSaver® liner indicates that these users demand the benefits of the claimed invention, even if they have to pay more to receive these benefits. If this feature was not important to these users, I believe that they would seek the lowest price. Instead, they specify that any pan liners they purchase *must* embody the claimed invention. Sixteen samples of these "approved brand" and "no substitute" bid requests, and a notice of the recent ARAMARK specification, are attached as Exhibit B.

10. As a result of increasing industry acceptance and acclamation of the contour fit pan liner, sales have increased continuously since introduction of the contour fit product. Exhibit C is a graph showing sales for the two most popular sizes of PanSaver® pan liners from fiscal 2000 to 2003. After introduction of the inventive product, we observed that sales increased as more food service managers became aware of the advantages of the PanSaver® liner. Therefore, in response to increased sales M&Q has increased its investment in

marketing. Total selling expense for all PanSaver® sizes has increased from \$645,501 in fiscal 2000 to \$1,766,485 in fiscal 2003. Total selling expense represents marketing and related incentive costs. These costs include salaries, truck and auto expense, entertainment, advertising, commissions, product development, travel, trade show expense, and other miscellaneous selling expenses.

11. Due to market demand for the contour fit feature, M&Q now makes square-bottom liners for only one customer. M&Q's sales of conventional pan liners have fallen off since introduction of the PanSaver® brand liner with the contour fit feature. On information and belief, by 2003 M&Q's sales of conventional liners in fiscal 2003 had fallen to a level on the order of \$30,000, and sales of the inventive PanSaver® brand liners have increased to a level on the order of \$2.24 million for fiscal 2003. PanSaver sales for fiscal '04 were \$3,005,609.11 which represents an approximate 43% increase over fiscal '03.

12. As shown in Exhibit C, as an example, sales of the two most popular PanSaver® sizes grew from approximately \$128,000 in 2000 to \$927,000 in fiscal 2003. Thus, sales of these exemplary sizes have increased by over 600% while, during the same period, marketing expenses have increased less than 200%. Thus, increased sales have been proportionately greater than any increases in marketing budgets. We can conclude that the success of the PanSaver® product is a result of its inventive features that are desired by the market, not merely increased marketing efforts.

13. It is extremely difficult for a single product company to get a product into "broad line distributors (BLD's)" such as : SYSCO, U.S. Foodservice, and the like. This difficulty arises because (a) the BLD's purchasing staff does not have the resources (time) to deal with one company for each product; (b) it is expensive for the BLD to "set-up" a new vendor; and (c) setting up a new vendor for a single product line is seldom cost effective. For this reason, re-distributors have been successful in the foodservice industry. Competitors such as FoodHandler, Handgards, and Pak-Sher have varied product lines including hundreds of SKU's (stock keeping units or different products). Adding SKU's to

these existing vendors is easy for the BLD's. Thus the BLD's seldom consider single product vendors. If a single product is added to a BLD's offering, it is generally added through a re-distributor. However, as a testament to the strength and commercial success of the PanSaver® line, the PanSaver® product (i.e. a single product line) is distributed through the following BLD's: SYSCO, US Foodservice, GFS, Reinhart, Daydots, Calico Industries, XPEDX, and Bunzl. Additionally, PanSaver® products are distributed through approximately 100 regional distributors and specialty distributors.

14. The inventive PanSaver® product has spawned three competitors: FoodHandler, Handgards, and Pak-Sher. M&Q and these other three companies account for substantially all of the U.S. market for high temperature food service pan liners. M&Q manufactures the Pak-Sher products and made products for Handgards in 2003. FoodHandler announced their 2003 sales volume in sales correspondence (attached as Exhibit D). The industry-wide sales figures for 2003 are therefore believed to be as follows:

COMPANY	MFG. SOURCE	'03 SALES (cases)	MARKET SHARE	CONTOUR FIT
M&Q PanSaver®	M&Q	110,947	81.53%	YES
FoodHandler	KNF Flexpack	15,000 <sup>1</sup>	11.02%	NO
Handgards	M&Q	5,300 <sup>2</sup>	3.89%	NO
Pak-Sher	M&Q	4,835 <sup>3</sup>	3.55%	NO

15. Prior to 2000, there were no contour fit (PanSaver® brand) liners, and the traditional flat bottom liners held a 100% market share. As demonstrated by the above total market figures, the invention embodied in the PanSaver® product was rapidly embraced by the industry. Within four years of its introduction, the claimed invention has taken over 80% of the U.S. market for high temperature food service pan liners, and sales continue to increase at a rapid rate.

<sup>1</sup> Sales figure taken from FoodHandler sales correspondence (attached as Exhibit D).

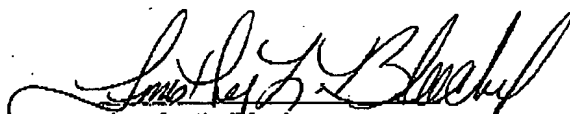
<sup>2</sup> Sales figure for M&Q product manufactured and sold to Handgards in 2003. On information and belief, Handgards did not sell an appreciable volume of non-M&Q ovenable liners in 2003.

<sup>3</sup> From M&Q records. M&Q is Pak-Sher's sole source for ovenable liners.

16. I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code and that such willful false statements may jeopardize the validity of the present patent application or any patent issued thereon.

Date:

1/27/05



Timothy L. Blucher





The Dutch Corporation  
240 U.S. 20  
P.O. Box 1217  
Middlebury, IN 46540  
PH: 219-825-9471  
TE: 800-455-9471  
FX: 219-825-0455  
www.essenhaus.com



To Whom it May Concern:

As a customer of PanSaver®, I would like to write this letter as a testimonial to encourage others to use PanSaver® liners. I would like to share with as many skeptics- that the liners really do what they say they will do, they save MONEY!!!

The PanSaver® liners have helped us to reduce the labor cost in scrubbing and soaking baked on pans, as well as reducing cost of utilities such as hot water, grease in traps, soap, scrubbies and the like. The morale of our kitchen staff is better because no one has to scrub dirty pans! The shape of the liners are better for our use than the square bags because no food collects in the corners and the contour shape adhere to the pans nicer for serving.

I would recommend that anyone should use the PanSaver® high temperature liners and see the differences yourself.

Very truly yours,

*Luan Westfall*

Luan Westfall  
Purchasing Manager  
Das Dutchman Essenhaus



To: Carl Hacket, M & Q Plastics  
From: Jay Duman, Food Service Manager, Trinity CFS  
October 2, 2003

Dear Carl,  
Recently you requested testimonials from various user groups.  
At our kitchen supervisors meeting yesterday, I had each supervisor write a testimonial for using "Pan Savers".

Wilma Dennington from Trinity CFS Yucaipa writes: Pan Savers are useful in helping keep grease off of the pans. Your eggs don't turn green. Helps keep heat in pans.

Carrie Roelle from Trinity CFS Whitewater writes: We love the Pan Savers because it makes clean up easy, easy, easy. Helps to keep eggs from turning green. Helps keep meat & food from burning.

Pat Johnston from Trinity CFS Corona and interim supervisor for Trinity CFS Apple Valley writes: I have been using Pan Savers for two years. In that time it has saved my crew countless hours of labor from scrubbing pans. I've also found that it is excellent for steaming vegetables and keeping food hot.

Adella Perez from Trinity CFS El Monte writes: We use the Pan Savers for every meal, makes cleaning of pans easier, no scrubbing.

Denis Pisani from Trinity CFS Anza writes: Pan Savers that I use will help me and my staff to get the job done better so we can deal with more important issues. It is a very good item for food service.

Hope these are helpful.

Thanks,  
Jay Duman



September 8, 2003

Ms. Connie Jacobe  
M & Q Plastic Products  
1120 Welsh Road, Suite 170  
North Wales, PA 19454

Dear Connie:

As Director of Nutrition Services, and Chef at Shriner's Hospital for Children, Lexington, KY, I would like to tell you about the savings that PanSaver® liners bring to our hospital. After seeing them at the Somerset Foodservice food show, I realized that they are great for storage, aids in cleanup and are even more sanitary -but our utility bill savings is amazing! In our city, an establishment would be charged additional on their water bill or could be fined if their total suspended solids were above specified limits. Before using PanSaver®, we were notified that we were in excess of that limit. When we started using PanSaver®, we found that we are now well below our allowed solid limits. Quite a remarkable difference, and huge cost saving!

We have noticed ease of dishwashing, benefits in storage, reduced plumbing and utility bills and overall improvement in our kitchen practice. I would recommend PanSaver® to anyone!

Thanks to PanSaver®!

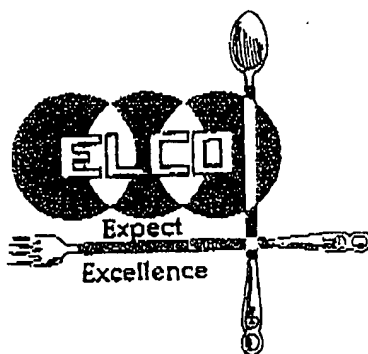
Very truly yours,

Chef John Arnold,  
Director of Nutrition Services

Lexington



1900 Richmond Road - Lexington, KY 40502-1298  
606/266-2101 - 606-268-5636 Fax - [www.shrinershq.org](http://www.shrinershq.org)



ELCO School District Food Service  
180 ELCO Drive  
Myerstown, PA 17067  
717-866-7447 ext. 2009

Pansavers have been an excellent time saver when cleaning up messy pans and they have been helpful in storing leftover. The café staff found if they put the leftover in the pan that it was going to be reheated, but first line the pan with the pansaver and then froze it over night they could remove the leftover in a frozen block. The contour shape of the bag helped keep a uniform shape. The leftover is labeled and stored for later use. When the leftover was needed it could be pulled from the freezer put in the correct pan and thawed or put directly in the steamer for reheating. Results were: pans were always available for daily use, and cut down on need for leftover containers that store poorly in the freezer. Pansavers freeze into these neat square units that stack compactly in the freezer.

*Lori Donly*



To: All Authorized ARAMARK Distributors  
From: **RONDA M. ANDRULEVICH**  
Subject: New Specified Product –  
M&Q Plastics (PanSavers –High Temperature Plastic Pan Liners)  
Date: November 4, 2004

ARAMARK is pleased to announce that M & Q Plastics has been chosen as our new specified supplier for PanSavers – high temperature plastic pan liners. This new specification includes all lines of business and will be effective with the beginning of ARAMARK Fiscal Period 03 (November 27, 2004).

PanSavers are high temperature (400°F) plastic pan liners that are made from food grade resin and are designed to help managers decrease labor, food and operational costs. They are available in a variety of sizes and are safe to use in the oven, microwave, slow cooker or steamer.

ARAMARK will accept the M&Q Plastics brand label only.

**As with all Specified Products, Distributors are requested to do the following:**

- Please remove all competitive items from ARAMARK order guides. All high temperature plastic pan liners should be defaulted to M&Q Plastics PanSavers.
- Ship only M&Q brand products when high temperature plastic pan liners are ordered by ARAMARK locations.
- As with all sales of products to ARAMARK locations, please report sales of M&Q Plastics products through ARATRACK.

M&Q Plastics is committed to assisting our Operating Management with this new specification. Should you have any questions or need additional information, please call Timothy Blucher (Vice President – Sales & Marketing) at 267-498-4024 or via email at [tblucher@mqplasticproducts.com](mailto:tblucher@mqplasticproducts.com). You are also encouraged to contact your Regional Distribution Manager at the ARAMARK Tower with additional questions.

cc: All Authorized SCM CC's

BID #2004- MHC F&S-1 PAPER & CLEANING SUPPLIES  
AUGUST 11, 2003 - AUGUST 6, 2004

EXTENDED TOTAL #10,216.75  
FOR THIS SECTION \$0.00

SECTION E ITEM DESCRIPTIONS	APPROVED BRANDS VENDOR PACK & CODE #	BID UNIT	ITEM COST	FIXED FEE	COST & FEE	EST UNITS	EXTENDED COST
ABBREVIATIONS: CN=CHILD NUTRITION LABEL; M/MA=MEAT/MEAT ALTERNATE; B/BA=BREAD/BREAD ALTERNATE;							
E425 Plastic SPOONS, WRAPPED, MED MEDIUM weight; polypropylene 6-3/8 inch; 1,000/cs	Dispoz P1003-WR How Packed? Vendor Code #	case			0.0000	751.00	0.00
E426 Plastic FORKS, WRAPPED, MED weight; polypropylene 5-1/2 inch; 1,000/case	Dispoz P1001-WR How Packed? Vendor Code #	case			0.0000	781.00	0.00
E427 Plastic FORKS, WRAPPED, HVY weight; polypropylene; 5-1/2 inch; 1,000/case	Dispoz S1001-WR Dble FH 23 How Packed? Vendor Code #	case			0.0000	194.00	0.00
E428 Plastic KNIVES, WRAPPED, MED. weight; polypropylene; 5-1/2 inch; 1,000/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	59.00	0.00
E429 Plastic FORK/KNIFE/SPOON, MED WRAPPED MEDIUM weight; polypropylene; 1,000/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	33.00	0.00
E450 Table covering, roll, paper Embossed net strength, white 39 inch x 300 feet/roll	Distributor's choice How Packed? Vendor Code #	roll			0.0000	22.00	0.00
E454 Pan liners, for 400 degree F; 4 IN DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 100 ct	M & Q Plastics, How Packed? <u>100 COUNT BOX</u> Vendor Code # <u>42001</u>	100			0.0000	166.00	0.00
E454 Pan liners, for 400 degree F; 4 IN DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 400 ct <u>50 ct</u>	M & Q Plastics, How Packed? <u>50 COUNT BOX</u> Vendor Code # <u>42002</u>	<u>50</u>			0.0000	161.00	0.00
E456 Paper towels, household 2 ply, embossed; 11x9 sheets; 30/90's	Ft James 273-85 How Packed? Vendor Code #	case			0.0000	155.00	0.00
E457 Towels, food service disposable wiping and sanitizing towels; 13"x24"; 150/cs	Ft James 294-16 How Packed? Vendor Code #	case			0.0000	29.00	0.00
E458 Trays, FOAM, HINGED LID, 3 LGE. compartment, large 9-1/4 x 9-1/4 x 3 inch, 200/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	289.00	0.00
E460 Trays, FOAM, HINGED LID, 3 MED compartment, medium 8-1/8 x 8-3/8 x 3 inch, 200/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	81.00	0.00
E461 Trays, FOAM, 5 compartment 9"x10"; 500/cs	Distributor's choice How Packed? Vendor Code #	case			0.0000	720.00	0.00
E462 Trays, FOAM, 6 COMPARTMENT school lunch; double laminated; 500/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	920.00	0.00
E463 Trays, FOAM, 1 compart. HINGED 200/cs	Distributor's choice How Packed? Vendor Code #	case			0.0000	20.00	0.00

Bacon County School System  
SY 2003-2004

5

	SECTION IV: MISCELLANEOUS ITEMS	Approved Brand	Bid Unit	Bid Price	Stock Number	Brand Bid
E985	FORKS, WINDSOR PATTERN, Stainless Steel , medium weight state pack		DZ			
E986	SPOONS, WINDSOR PATTERN, Stainless Steel , medium weight state pack		DZ			
E990	STERNO, canned heat	Candle Corp.	72/Case			
E1000	Steamtable Pan Liners size 12x20x4 Full Pan (Med.)	M&Q Plastics "Pan Savers"	100/Box			
E1001	Steamtable Pan liners size: 12x20x2 1/2 Full Pan (Shallow)	M&Q Plastics "Pan Savers"	100/Box			
E1002	Steamtable Pan liners: size 12x20x6 Full Pan (Deep)	M&Q Plastics "Pan Savers"	50/Box			

# Bid Information

JUN-18-03 10:36 AM

<b>Bid No:</b> 766 <b>Bid ID:</b> 657 <b>Desc:</b> Re-Bid-partial <b>Supplier:</b> <b>Bid Period Start:</b> 07-JUL-03 <b>Bid Period End:</b> 31-OCT-03 <b>Group:</b> PAPER / PLASTIC		<b>Issued By:</b> Long Island School Food Service Directors Assoc <b>Status:</b> ISSUED  <b>Issue Date:</b> 13-JUN-03 <b>Due Date:</b> 27-JUN-03 <b>Scheduled Open:</b> 27-JUN-03 <b>Date Opened:</b> <b>Award Date:</b>		<b>By:</b>	
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Item Group	Item No	Item Description	Product	Brand/Unit	Quantity	Unit	Supplier	Supplier	Supplier	Supplier
1-General-Cleaning Supplies	9	40121 Towels, HANDWIPES 13 x 19, Handwipes or equal			6,960	EACH	CASE			
Acceptable Brands:										
<div style="border: 1px solid black; padding: 2px;">9</div> Items In Group										
2-General-Paper/Other	10	40201 Aprons Lwt, Plastic, Full size			120	HUNDRED	CASE			
Acceptable Brands:										
	11	40204 Dollies, 12: paper			170	HUNDRED	CASE			
Acceptable Brands:										
	12	40212 Napkins, 13 x 13 napkins			324	THOUSAND	CASE			
Acceptable Brands:										
	13	40214 Napkins, Formal White, 15 x 17, 2 ply			32	THOUSAND	CASE			
Acceptable Brands:										
	14	40723 PAN SAVERS BY PAN LINERS 34X12 PAN LINERS			1,650	EACH	CASE			
Acceptable Brands:										
	15	40221 Pan, Alum, Disposable, Full size, 4 deep Pan, Alum, Disposable, Full size, 4 deep			1,700	EACH	CASE			
Acceptable Brands:										

CASE PRICE (100 CT) \$42.20	.42¢ ea. 42001 100 CT Brand: Pan Saver \$42.20 / 100 CT CASE
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**Joint Purchasing Board  
Lincoln Intermediate Unit**

**December 2003 Cafeteria Paper Bid  
Quotation Sheets**

Vendor \_\_\_\_\_

Item #	DESCRIPTION	Unit / Size Brand Name	Total Qty	As Specified Unit Price	As Specified Total Cost	As Specified Brand Name/Item #	Alternate Unit Price	Alternate Total Cost	Alternate Brand Name/Item #
96	TERRY TOWELS	dozen	2						
	cotton terry	15" x 25"							
	White with colored stripes	Calico DT4							
97	TERRY TOWELS	dozen	39						
	cotton terry	16" x 27"							
	White	Calico DT4W							
98	PAN LINERS	100/box	47						
	High temp (+400 F) cooking liner, FDA registered, -100 F to +400F temp range	Full pan, shallow & medium							
	Pan depth 2.5" & 4", pan 20.8" x 12.8"	PanSaver M & Q Plastics							
99	PAN LINERS	50/box	27						
	High temp (+400 F) cooking liner, FDA registered, -100 F to +400F temp range	Full pan, deep							
	Pan depth 6", pan 20.8" x 12.8"	PanSaver M & Q Plastics							
100	PAN LINERS	100/box	2						
	High temp (+400 F) cooking liner, FDA registered, -100 F to +400F temp range	Half pan, shallow							
	Pan depth 2.5", pan 10.4" x 12.8"	PanSaver M & Q Plastics							
102	BAGS, PLASTIC	2000/case	2						
	High density unprinted, heatable up to 200 F	6-1/2" x 7"							
	Hand guard baggies	Sysco 8483737							

COUNTRY ROADS COOPERATIVE  
400 NEVILLE STREET  
BECKLEY, WV 25801

BIDDERS NAME \_\_\_\_\_

SECTION A  
MAIN DISH, FROZEN FDS, CANNED,  
STAPLES, SPICES, PORTION PACK  
SELECTED PIZZA & SMALL WARES  
PAPER SUPPLIES

BID # 2004-01 CN  
AUGUST 11, 2003 - AUGUST 6, 2004

EXTENDED TOTAL  
THIS FOR SECTION

\$0.00

SECTION A MAIN DISH	APPROVED BRANDS VENDOR PACK & CODE #	BID UNIT	ITEM COST	FIXED FEE	COST & FEE	EST UNITS	EXTENDED COST
<b>LOW DENSITY CAN LINERS - E325-E328</b>							
E325 Liners, CAN, 33 GAL. (33x39) LOW density; static load dry 30#; wet-25#; star sealed bottom; 1.7 MIL; 250/case	Distributor's choice How Packed? Code #	case			0.0000	27.00	0.00
E326 Liners, CAN, 45 GAL. (40x48) LOW density; static load dry 40#; wet-25#; star sealed bottom; 1.7 MIL; 250/case	Distributor's choice How Packed? Code #	case			0.0000	41.00	0.00
E327 Liners, CAN, 56 GAL (43x48) LOW density; static load dry 40#; wet-30#; star sealed bottom; 1.7 MIL; 250/case	Distributor's choice How Packed? Code #	case			0.0000	82.00	0.00
E328 Liners, CAN, 60 GAL. (38x60) LOW density; static load dry 40#; wet-30#; star sealed bottom; 1.7 MIL; 200/case	Distributor's choice How Packed? Code #	case			0.0000	549.00	0.00
E330 Napkins, 9x13 Ft Howard dispenser white; 1 ply; 8,000/cs	Distributor's choice How Packed? Code #	1,000			0.0000	1,152.00	0.00
E331 Napkins, 13x13 OR 13x12 dispenser white; 1 ply; 6,000/cs	Distributor's choice How Packed? Code #	1,000			0.0000	1,722.00	0.00
E333 Napkins JR. 7x13.5inch, dispenser white; 1 ply; tallfold dispenser 10,000/cs	Distributor's choice How Packed? Code #	1,000			0.0000	2,020.00	0.00
E340 Pan liners, for 400 degree F; 4" DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 100 ct	M & Q Plastics, How Packed? _____ Vendor Code # _____	100			0.0000	500.00	0.00
E341 Pan liners, for 400 degree F; 6" DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 100 ct	M & Q Plastics, How Packed? _____ Vendor Code # _____	100			0.0000	500.00	0.00
E365 Plates, FOAM, 6 in. laminated, round, white 1,000/case	Distributor's choice How Packed? Code #	case			0.0000	218.00	0.00
E368 Plates, FOAM, 9 in. laminated, round, white 500/case	Distributor's choice How Packed? Code #	case			0.0000	338.00	0.00
E375 Plates, 9 inch, hard plastic 500/cs	Distributor's choice How Packed? Code #	case			0.0000	99.00	0.00
E425 Plastic spoons, WRAPPED, HVY weight; polypropylene 6-3/8 inch; 1,000/cs	Distributor's choice How Packed? Code #	case			0.0000	572.00	0.00
E426 Plastic forks, WRAPPED, HVY weight; polypropylene 5-1/2 inch; 1,000/case	Distributor's choice How Packed? Code #	case			0.0000	394.00	0.00
E428 Plastic KNIVES, WRAPPED, HVY weight; polypropylene; 5-1/2 inch; 1,000/case	Distributor's choice How Packed? Code #	case			0.0000	6.00	0.00
E451 Straws milk, wrapped, SLIM plastic; 5-3/4 inch; 24/500	Distributor's choice How Packed? Code #	case			0.0000	31.00	0.00

MAIN DISH

BID # CN 1-2004  
SEPTEMBER 29, 2003 THRU SEPTEMBER 27, 2004

EXTENDED TOTAL \$9,143.00  
THIS FOR SECTION \$0.00

BID #	ITEM DESCRIPTIONS	APPROVED BRANDS VENDOR PACK & CODE #	BID UNIT	ITEM COST	FIXED FEE	COST & FEE	EST UNITS	EXTENDED COST
	LOW DENSITY CAN LINERS - E325-E328							
E326	Liners, CAN, 45 GAL (40 x 48) LOW density; static load dry 40#; wet-30#; star sealed bottom; 1.7 MIL; 250/case	Distributor's choice  How Packed? Vendor Code #	case			0.0000	210.00	0.00
E328	Liners, CAN, 60 GAL (38 x 60) LOW density; static load dry 40#; wet-30#; star sealed bottom; 1.7 MIL; 200/case	Distributor's choice  How Packed? Vendor Code #	case			0.0000	1,210.00	0.00
E330	Napkins, 9 X 13; low fold dispenser; white; 1 ply; 8,000/cs <b>SIZE/TYPE REFERENCE ONLY</b> Ft James Acclaim 39201; TIDYYNAP Low- Fold Dispenser Napkin	Distributor's choice  How Packed? Vendor Code #	1,000			0.0000	2,680.00	0.00
E331	Napkins, Tall fold dispenser; 7.5" X 13.5" white; 1 ply; 10,000/cs <b>SIZE/TYPE REFERENCE ONLY</b> Ft James Acclaim 33201; HYNAP Tall Fold Dispenser Napkin	Distributor's choice  How Packed? Vendor Code #	1,000			0.0000	3,440.00	0.00
E332	Napkins, Mini Fold Dispenser 11 3/4" X 6 1/4" white; 1 ply; 6,000/cs <b>SIZE/TYPE REFERENCE ONLY</b> Ft James Acclaim 37000; MINI-MORNAP Mini Fold Dispenser Napkin	Distributor's choice  How Packed? Vendor Code #	1,000			0.0000	1,458.00	0.00
E333	Napkins, quarter-fold; 11 3/4" X 12.5" white; 1 ply; 6,000/cs	Distributor's choice  How Packed? Vendor Code #	1,000			0.0000	2,964.00	0.00
E456	Pan liners, for 400 degree F; 4 IN DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 100 ct	M & Q Plastics,  How Packed? 100 ct. Vendor Code # 42001	100			0.0000	145.00	0.00
E457	Pan liners, for 400 degree F; 6 IN DEEP polymeric liner has a pre-formed contour fit to fit interior of steam table pans; NSF certified; 100 ct	M & Q Plastics,  How Packed? 50 ct. Vendor Code # 42002	100 50 ct. TP			0.0000	150.00	0.00
E365	Plates, FOAM, 6 in. ROUND laminated, round, white 1,000/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	135.00	0.00
E368	Plates, FOAM, 9 in. ROUND laminated, round, white 500/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	1,391.00	0.00
E370	Plates, FOAM, OVAL, 7" x 9" laminated, white; 500/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	55.00	0.00
E372	Plates, FOAM, 9 in. COMPARTMENT laminated, round, white 500/case	Distributor's choice How Packed? Vendor Code #	case			0.0000	773.00	0.00

## PAPER AND CLEANING PRODUCTS

REGIONAL EDUCATION SERVICE AGENCY VIII  
190 S. College St.  
Martinsburg, WV 25401

BID NO 104-02F	BID_A2104 November 3, 2003 - March 2, 2004	APPROVED BRANDS	VENDOR PACK	VENDOR BRAND & #	BID UNIT	EST.# UNITS	UNIT COST	EXTENDED COST
<b>REGION I</b>								
Grant, Hampshire, Hardy, Mineral, and Pendleton								
E332	Napkins, 12 x 17 white, 1 ply; 6,000/cs	Fort Howard Mornap 374001;			case	63		
E333	Napkins JR, 7 x 13.5 (dispenser) white, 1 ply; tallfold dispense 10,000/cs	SAMPLE REQUIRED			case	53		
E334	Napkin, 1 ply, 12 1/4 x 12, not dispenser type, table luncheon type, 6,000/cs	SAMPLE REQUIRED			case	5		
E335	High temperature nylon PAN LINERS for baking; will withstand 500 degree temperature; has nylon properties; 20.8" x 12.8"; 2.5" deep; 100/box	PanSaver			box	12		
E336	High temperature nylon PAN LINERS for baking; will withstand 500 degree temperature; has nylon properties; 20.8" x 12.8"; 6" deep; 100/box	SAMPLE REQUIRED PanSaver			box	8		
E368	Plates, FOAM 9 in Non-laminated, round, white 500/case	SAMPLE REQUIRED Packer			case	3		
E425	Silverware, plastic spoons WRAPPED, med weight; polyethylene white; 6-3/8 inch; 1000/cs	Packer			case	56		
E426	Silverware, plastic forks WRAPPED, med weight; polyethylene white; 5-1/2 inch; 1000/cs	Packer			case	49		
E427	Silverware, plastic knives WRAPPED, med weight; polyethylene white; 5-1/2 inch; 1000/cs	Packer			case	16		
E451	Straws, milk, wrapped, SLIM plastic, wrapped, 5-3/4 inch 12,000/cs	Packer			case	24		
E452	Straws, JUMBO, wrapped 7 3/4"; 12,000/cs	Packer			case	33		
E456	Paper towels, household 2 ply, embossed; 11 x 9 sheets; 30/100's	Bounty Brawny			case	38		
E457	Towels, food service disposable wiping 17" x 17"; 100/cs	Packer			case	2		
E458	Trays, FOAM, HINGED LID, 3 LGE. Compartment, large 9-1/4 x 9-1/4 x 3 inch, 200/case	Packer			case	40		
E462	Trays, FOAM, 6 COMPARTMENT school lunch; double laminated; 500/case	Packer			case	99		

# NORFOLK PUBLIC SCHOOLS

## Invitation For Bid #367367 Cafeteria Paper and Plastic Products Issue Date: May 30, 2003

ITEM		SPECIFICATIONS		PURCHASE PACK/ APPROVED BRANDS		PUR UNIT	QTY REQ'D	BID UNIT	BID NUMBER 367367 PACK	
									BRAND BID	BID UNIT PRICE
64060018		CUPS, SOUFFLE, PLASTIC 1 OZ PLASTIC, 1 OZ. SIZE. 2,500 PER CASE.		SOLO P100 FABRIKAL PC 100 DART 100P SWEETHEART 115 OR EQUAL	1/CASE	CASE	150	CASE		

STATE NO. OF SLEEVES PER CASE BEING OFFERED: \_\_\_\_\_

DELIVERY DATES  
08-18-03 75 CASE  
01-07-04 75 CASE

64060025 PANSAYER, LINER, 34X12X2.5 100 PER BOX  
HOTEL SIZE 34X12X2.5 M & Q PACKAGING  
SHALLOW  
1/1 GN

DELIVERY DATES  
08-15-03 100 BOX  
12-05-03 25 BOX

106 ct. Box 125 BOX

106 ct. Box  
Pansayer  
42001  
\$38.90

**U.S. Foodservice  
Award Catalog and Product Information for 2003-2004**

Bid No.	Description	Brand	Case Pack	Dist. Code #	Mfg. Code #	Bid Unit	Unit Price	Case Price	Serving Size	MMA (oz.)	BG (serv.)	VF (cup)
GB01	Drink, Mix, Powdered (Cherry)	First Quality	12/24 oz.	4379335	461904	each	0.9442	11.33	N/A			
GB02	Drink, Mix, Powdered (Grape)	First Quality	12/24 oz.	3247970	461906	each	0.9442	11.33	N/A			
GB03	Drink, Mix, Powdered (Lemonade)	First Quality	12/24 oz.	4247979	461901	each	0.9442	11.33	N/A			
GB04	Drink, Mix, Powdered (Orange)	First Quality	12/24 oz.	5247952	461902	each	0.9442	11.33	N/A			
GB05	Drink, Mix, Powdered (Tropical Punch)	First Quality	12/24 oz.	5247978	461914	each	0.9442	11.33	N/A			
GB06a	Juice Drink, Canned (Kiwi)	Very Fine	24/11.5 oz.	5242995	97404	each	0.2892	7.10	N/A			
GB06b	Juice Drink, Canned (Orange)	Very Fine	24/11.5 oz.	3273653	94904	each	0.2958	7.10	N/A			
GB06c	Juice Drink, Canned (Fruit Punch)	Very Fine	24/11.5 oz.	9377243	93704	each	0.2958	7.10	N/A			
GB06d	Juice Drink, Canned (Lemonade)	Very Fine	24/11.5 oz.	5288873	95004	each	0.2958	7.10	N/A			
GB06e	Juice Drink, Canned (Grape)	Very Fine	24/11.5 oz.	8289068	94104	each	0.2958	7.10	N/A			
GB06f	Juice Drink, Canned (Blue)	Very Fine	24/11.5 oz.	7377245	91204	each	0.2892	7.10	N/A			
GB08a	Juice, 100% Ready to Serve (Apple)	Thirster	12/46 oz.	5327762	131214	46 oz	1.1500	13.80	FBG			
GB08b	Juice, 100% Ready to Serve (Pineapple)	Dole	12/46 oz.	2006625	00808	46 oz	1.2490	14.99	FBG			
GB09a	Juice, 100%, Individual (Apple)	Blue Bird	48/6 oz.	8013179	00016	each	0.2530	12.15	FBG			
GB09b	Juice, 100%, Individual (Grape)	Blue Bird	48/6 oz.	3013182	00031	each	0.3200	15.46	FBG			
GB09c	Juice, 100%, Individual (Orange)	Blue Bird	48/6 oz.	3015864	00006	each	0.2504	12.02	FBG			
GB10a	Juice, Citrus Punch (California)	Sunny Dlite	24/6.75 oz.	8274904	68035	each	0.2683	6.44	N/A			
GB10b	Juice, Citrus Punch (Florida Citrus)	Sunny Dlite	24/6.75 oz.	7266414	68034	each	0.2683	6.44	N/A			
GB10c	Discontinued	Sunny Dlite	48/6.75 oz.	6275374	68040	each	0.2722	13.07	N/A			
GB11a	Unavailable	Gatorade	24/10 oz.	3292034	10003	each	0.3871	9.29	N/A			
GB11b	Unavailable	Gatorade	48/12 oz.	5292032	10004	each	0.3874	9.29	N/A			
GB12a	Sport Drink, Twist Top, Elem Pack (Berry)	Gatorade	48/12 oz.	2401743	12480	each	0.3870	18.58	N/A			
GB12b	Sport Drink, Twist Top, Elem Pack (Strawberry)	Gatorade	48/12 oz.	4401741	12481	each	0.3870	18.58	N/A			
GB12c	Sport Drink, Twist Top, Elem Pack (Watermelon)	Gatorade	48/12 oz.	5401740	12482	each	0.3870	18.58	N/A			
GB13	Tea Concentrated, Liquid	Thirstea	24/4 oz.	8152381	01001	each	1.5530	37.28	N/A			
GB14	Tea, Bags	Luziano	96/1 oz.	4047023	30360	each	0.1160	11.14	N/A			
GB15	Tea, Instant	Nestea	50/56 oz.	2015311	44571	each	0.3620	18.10	N/A			

KEY: FBG=Food Buying Guide N/A=Not Applicable Q/B Chart=Grain Based Chart \*Enhanced Food Based Only

Wednesday, October 22, 2003

Bid No.	Description	Brand	Case Pack	Dist. Code #	Mfg. Code #	Bid Unit	Unit Price	Case Price	Serving Size	MMA (oz.)	BG (serv.)	VF (cup)
P36	Lid, Plastic, Portion, 4 oz	Solo	25/100 ct.	3036886	PL4	each	0.0107	26.67	N/A			
P37	Linens, Baking Sheet Pan Liner	Ft. James	1000 ct.	4034385	L010	each	0.0321	32.10	N/A			
P38	Linens, Trash, 45 gal.	Monogram	250 ct.	7329212	Z8048XN	each	0.1059	21.17	N/A			
P39	Linens, Trash, 55 gal.	Monogram	200 ct.	8329401	Z7260XNM	each	0.0944	18.88	N/A			
P40	Linens, Trash, Gluton, 43" X 48"	Monogram	200 ct.	4329744	HMW8648XNM	each	0.0903	18.07	N/A			
P41	Napkins, Dispenser Type, 7.25"X13.5"	Ft. James	40/250 ct.	2003705	33201	each	0.0023	22.84	N/A			
P42	Napkins, Dispenser Type, 9"X13"	Ft. James	32/250 ct.	8000721	39201	each	0.0030	24.04	N/A			
P43	Napkins, Dispenser Type, 12"X13"	Acclaim	12/500 ct.	5003710	37000	each	0.0049	29.68	N/A			
P44	Plastic Ware, Forks, White, Medium Weight	Clearshield	1000 ct.	2005890	05750	each	0.0055	5.54	N/A			
P45	Plastic Ware, Forks, Wrapped, Medium Weight	Clearshield	1000 ct.	7335795	312WF-AL	each	0.0138	13.84	N/A			
P46	Plastic Ware, Kit, Fork, Spoon, Knife & Napkin, IW	Max Pack	250 ct.	6354963	68F-A1	each	0.0587	14.69	N/A			
P47	Plastic Ware, Kit, Spork, Straw and Napkin, IW	Max Pack	1000 ct.	4376505	66FB1	each	0.0198	19.90	N/A			
P48	Plastic Ware, Spoon, Wrapped, Medium Weight, White	Max Pack	1000 ct.	6355796	331WF-A1	each	0.0138	13.84	N/A			
P49	Plastic Ware, Spoons, White, Medium Weight	Clearshield	1000 ct.	9005885	5700	each	0.0055	5.54	N/A			
P50	Plate, 6", Foam	Sweetheart	8/125 ct.	5041439	RS6BPY-Champ	each	0.0137	13.69	N/A			
P51	Plate, 9", 3 Compartment, Foam	Sweetheart	4/125 ct.	7041437	RS9CY	each	0.0240	12.00	N/A			
P52	Platter, 7" x 9", Foam	Monogram	8/125 ct.	0892349	TH10045	each	0.0236	23.64	N/A			
P53	Sacks, Lunch, 66" White	Wins Paper	1/500 ct.	9376534	5006	each	0.0235	11.76	N/A			
P54	Towels, Paper, Jumbo Roll, 11" X 8.8", 2 ply.	Ft. James	12/250 ct.	3164159	27700	each	1.5408	18.49	N/A			
P55	Towels, Paper, Multi-Fold, 9.25" X 9.25"	Ft. James	16/250 ct.	7046162	23304	each	0.0032	12.65	N/A			
P56	Wrap, PVC, 18" X 2000	Reynolds	1 Roll	9155284	914CG	roll	11.2500	11.25	N/A			
P57	Bags, Bun Pan, Ovenable	Pansaver	1/100 ct.	2367639	42008	each	0.2795	27.95	N/A			
P58	Clam Shell, 1 compartment, Clear Plastic 9"x8"x3"	Monogram	1/250 ct.	0851907	C181120	each	0.1725	42.20	N/A			
P59	Gloves, Latex, Disposable, Medium	Food Handler	10/100 ct.	0111071	100-FH6	each	0.0248	24.80	N/A			
P60	Gloves, Latex, Disposable, Large	Food Handler	10/100 ct.	7155047		each	0.0248	24.80	N/A			
P61	Napkins, 17 x 17	G. Pac	8/500 ct.	1253400	36200	each	0.0117	46.90	N/A			
P62	Straws, Slim, 5.75", Indiv. Wrapped	Sweetheart	12/1000 ct.	4043972	811TC	each	0.0028	34.33	N/A			
P63	Container, Sandwich, 5-1/8" Foam	Monogram	4/125 ct.	0852129	724149	each	0.0461	23.08	N/A			
P64	Pan Liner, Half Pan, Medium and Deep	PanSaver	100 ct.	1357672	42636	each	0.1886	18.86	N/A			

KEY: FBG=Food Buying Guide N/A=Not Applicable Q/B Chart=Grain Bread Chart \*Enhanced Food Based Only

Wednesday, October 22, 208

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**Ben E. Keith Foods  
Award Catalog and Product Information for 2003-2004**

Bid No.	Description	Brand	Case Pack	Dist. Code #	Mfg. Code #	Bid Unit	Unit Price	Case Price	Serving Size	MMA (oz.)	BG (serv.)	VF (cup)
GB01	Drink Mix, Powdered (Cherry)	Keith	12/24 oz.	630427	50536	each	0.9508	11.41	N/A			
GB02	Drink Mix, Powdered (Grape)	Keith	12/24 oz.	630426	50542	each	0.9508	11.41	N/A			
GB03	Drink Mix, Powdered (Lemonade)	Keith	12/24 oz.	630421	50549	each	0.9508	11.41	N/A			
GB04	Drink Mix, Powdered (Orange)	Keith	12/24 oz.	630424	50568	each	0.9508	11.41	N/A			
GB05	Drink Mix, Powdered (Tropical Punch)	Keith	12/24 oz.	630420	50539	each	0.9508	11.41	N/A			
GB06a	Juice Drink, Canned (Kiwi)	Everfresh	24/12 oz.	630851	32008	each	0.3404	8.17	N/A			
GB06b	Juice Drink, Canned (Orange)	Everfresh	24/12 oz.	630846	32009	each	0.3404	8.17	N/A			
GB06c	Juice Drink, Canned (Fruit Punch)	Everfresh	24/12 oz.	630837	32002	each	0.3404	8.17	N/A			
GB06d	Juice Drink, Canned (Lemonade)	Everfresh	24/12 oz.	630845	32007	each	0.3404	8.17	N/A			
GB06e	Juice Drink, Canned (Grape)	Everfresh	24/12 oz.	630844	32006	each	0.3404	8.17	N/A			
GB08a	Juice, 100% Ready to Serve (Apple)	Keith	12/46 oz.	620014	007215	46 oz	1.2258	14.71	FBG			
GB09a	Juice, 100%, Individual (Apple)	Bluebird	48/6 oz.	620010	00016	each	0.3422	16.43	FBG			
GB09b	Juice, 100%, Individual (Grape)	Bluebird	48/6 oz.	620083	00031	each	0.3877	18.61	FBG			
GB09c	Juice, 100%, Individual (Orange)	Bluebird	48/6 oz.	620130	00006	each	0.3339	16.03	FBG			
GB10a	Juice, Citrus Punch (California)	Sunny Delight	48/6.75 oz.	285460	65520	each	0.2958	14.20	N/A			
GB11a	Unavailable	Gatorade	24/10 oz.	630596	10003	each	0.4075	9.78	N/A			
GB11b	Unavailable	Gatorade	24/10 oz.	630598	10004	each	0.4075	9.78	N/A			
GB12a	Sport Drink, Twist Top, Elem Pack (Berry)	Gatorade	48/12 oz.	630617	32868	each	0.4490	21.56	N/A			
GB12b	Sport Drink, Twist Top, Elem Pack (Strawberry)	Gatorade	48/12 oz.	0000012								
GB12c	Sport Drink, Twist Top, Elem Pack (Watermelon)	Gatorade	48/12 oz.	630616	32866	each	0.4490	21.56	N/A			
GB13	Tea Concentrated, Liquid	Thirstea	24/4 oz.	640200	01001	each	1.6140	38.74	N/A			
GB14	Tea, Bags	Keith	96/1 oz.	640236	00769	each	0.1275	12.24	N/A			
GB17	Water, Drinking, Twist Top Cap	Dannon	24/16.9 oz.	630022	DN004	each	0.2425	5.82	N/A			
GB18a	Water, Flavored, Non-Carbonated (Cherry)	Meridian	24/16 oz.	630111	60416R	each	0.4658	11.18	N/A			
GB18b	Water, Flavored, Non-Carbonated (Lemon Lime)	Meridian	24/16 oz.	630110	60116R	each	0.4658	11.18	N/A			
GB18c	Water, Flavored, Non-Carbonated (Raspberry)	Meridian	24/16 oz.	630112	60216R	each	0.4658	11.18	N/A			
GB18d	Water, Flavored, Non-Carbonated (Strawberry)	Meridian	24/16 oz.	630113	60516R	each	0.4658	11.18	N/A			

Thursday, July 31, 2003

KEY: FBG=Food Buying Guide N/A=Not Applicable GB Chart=Grain Bread Chart \*Enhanced Food Based Only



Bld No.	Description	Brand	Case Pack	Dlat. Code #	Mfg. Code #	Bld Unit	Unit Price	Case Price	Serving Size	MMA (oz.)	BG (serv.)	VF (cup)
P37	Liners, Baking Sheet Pan Liner	Casaway	1000 ct.	875554	25QI	each	0.0324	32.40	N/A			
P38	Liners, Trash, 45 gal.	Tyco	250 ct.	879063	HF404816	each	0.0663	16.59	N/A			
P39	Liners, Trash, 55 gal.	Tyco	250 ct.	879064	HF386016	each	0.0746	14.92	N/A			
P40	Liners, Trash, Gluton, 43" X 48"	Tyco	200 ct.	879105	HF434816	each	0.0713	14.27	N/A			
P41	Napkins, Dispenser Type, 7.25"X13.5"	Ft Howard	40/250 ct.	880010	33201	each	0.0024	24.14	N/A			
P42	Napkins, Dispenser Type, 9"X13"	Ft Howard	32/250 ct.	880070	39201	each	0.0030	24.60	N/A			
P43	Napkins, Dispenser Type, 12"X13"	Ft Howard	6/1000 ct.	880050	37000	each	0.0050	28.69	N/A			
P44	Plastic Ware, Forks, White, Medium Weight	Keith	1000 ct.	871251	057508FBK	each	0.0059	5.92	N/A			
P45	Plastic Ware, Forks, Wrapped, Medium Weight	Max Pack	1000 ct.	871522	61170222	each	0.0138	13.80	N/A			
P46	Plastic Ware, Kit, Fork, Spoon, Knife & Napkin, IW	Keith	250 ct.	871309	ROBEK	each	0.0598	14.95	N/A			
P47	Plastic Ware, Kit, Spork, Straw and Napkin, IW	Solo	1000 ct.	871296	64067	each	0.0181	18.11				
P48	Plastic Ware, Spoon, Wrapped, Medium Weight, White	Solo	1000 ct.	871061	61070	each	0.0138	13.89	N/A			
P49	Plastic Ware, Spoons, White, Medium Weight	Keith	1000 ct.	871252	5700RTBEK	each	0.0059	5.92	N/A			
P50	Plate, 6", Foam	Sweetheart	8/125 ct.	830009	RSGBBY	each	0.0126	12.56	N/A			
P51	Plate, 9", 3 Compartment, Foam	Sweetheart	4/125 ct.	830031	RS9CYWH	each	0.0243	12.19	N/A			
P52	Platter, 7" x 9", Foam	Sweetheart	4/125 ct.	830026	RS79PY	each	0.0285	14.27	N/A			
P53	Socks, Lunch, 6#, White	Duro	1/500 ct.	874218	80027	each	0.0215	10.75	N/A			
P54	Towels, Paper, Jumbo Roll, 11" X 8 1/2", 2 ply.	Ft Howard	12/250 ct.	881023	27700	each	1.5616	18.74	N/A			
P55	Towels, Paper, Multi-Fold, 9.25" X 9.25"	Ft Howard	16/250 ct.	881017	23304	each	0.0031	12.76	N/A			
P56	Wrap, PVC, 18" X 2000	Keith	1 Roll	877020	9016	1 Roll	11.2000	11.20	N/A			
P61	Napkins, 17 x 17	Ft Howard	8/500 ct.	880030	36200	each	0.0092	37.02	N/A			
P63	Container, Sandwich, 5-1/8" Foam	Pactiv	4/125 ct.	872023	TH10079	each	0.0464	23.19	N/A			
P64	Pan Liner, Half Pan, Medium and Deep	PanSaver	100 ct.	875484	42646	each	0.1920	19.20	N/A			
RB01	Bagels, Cinnamon-Raisin	Sara Lee	12/6 ct.	398833	8040	each	0.1948	14.03	2.79 oz each		3 serv	
RB02	Biscuit, Dough, Raw 2.5 oz.	Rich's	216/2.5 oz.	412866	16280	each	0.1235	26.68	2.5 oz each		2 1/4 serv	
RB04	Biscuits, Refrigerated, Canned	Earthgrains	12/16 oz.	695008	083	each	0.1264	12.14	34 gms each		1 1/4 serv	
RB05a	Bread, Mini Loaf, Banana, Indv. Wrapped	Super Bakery	70/2 oz.	413395	6034	each	0.2240	20.18	2 oz each		1 serv	
RB05b	Bread, Mini Loaf, Blueberry, Indv. Wrapped	Super Bakery	90/2 oz.	413426	6032	each	0.2240	20.18	2 oz each		1 serv	
RB06	Bread, Soft, Wheat, Sliced	Mrs. Bairds	8/24 oz.	290073	45	oz	0.0466	8.96	G/B Chart			

KEY: FBG=Food Buying Guide N/A=Not Applicable G/B Chart=Grain Bread Chart \*Enhanced Food Based Only

Thursday, July 31, 2003

JEFFERSON COUNTY SCHOOL DISTRICT R-1

FORMAL INVITATION TO BID



*Building Bright Futures*

**CAFETERIA PAPER PRODUCTS  
(FOOD WAREHOUSE)**

**BID NUMBER 2673**

**Date of Issue: September 5, 2002 — Lona Rodriguez/ck**

**To Be Opened September 26, 2002 at 8:00 A.M.**

**Bid to be returned PRIOR TO time and date above.**

Handwritten initials, possibly "LBR" or "LBR/ck", in the upper right corner of the bid form.

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Jefferson County School District R-1  
Education Center, Purchasing Dept.  
1829 Denver West Drive, Bldg. #27, 3rd Flr.  
P.O. Box 4001  
Golden, Colorado 80401-0001  
(303) 982-6750

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**VENDOR'S CERTIFICATION**

**We offer to furnish to Jefferson County School District R-1 the materials, supplies, products, equipment and/or services requested in accordance with the specifications described herein.**

**Vendor must print company name in the upper right hand corner of bid pages.**

---

Vendor M+Q PLASTIC PRODUCTS, INC  
Address 1120 WELSH RD  
City NORTH WALES State PA Zip 19454  
Telephone No. 267-498-4031  
Name JIM CARROLL  
Title SALES REPRESENTATIVE  
By [Signature]  
(Authorized Signature)

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CONTINUATION SHEET  
FORMAL BID #2673  
CAFETERIA PAPER PRODUCTS

Page 11

Item#	Est. Annual Usage	Min Order Qty	Description		<u>M+Q PLASTIC</u> VENDOR NAME
36.	144 dz	48 dz	<u>POT HOLDERS</u> , 8½x10 No slit  Calico 15PH1B NO SUBSTITUTE	4171 \$ NET UNIT PRICE/DZ  VENDOR PRODUCT #	   MFG NAME & #
37.	75 cs	25 cs	<u>PAN LINERS</u> , full pan, shallow, 20.8" x 12.8", 2.5" deep, bx/100  Pan Savers	4182 \$ <u>38.90</u> NET UNIT PRICE/CS <u>42001</u> VENDOR PRODUCT #	 <u>HOTEL SHALLOW</u> MFG NAME & # <u>4200</u>
38.	75 cs	25 cs	<u>PAN LINERS</u> , full pan, deep, 20.8" x 12.8", 6" deep, bx/100 <u>50</u>  Pan Savers	4183 \$ <u>23.35</u> NET UNIT PRICE/CS <u>42002</u> VENDOR PRODUCT #	 <u>HOTEL DEEP</u> MFG NAME & # <u>4200</u>
39.	75 cs	25 cs	<u>PAN LINERS</u> , half pan, shallow, 10.4" x 12.8", 2.5" deep, bx/100  Pan Savers	4184 \$ <u>21.10</u> NET UNIT PRICE/CS <u>42003</u> VENDOR PRODUCT #	 <u>HALF SHALLOW</u> MFG NAME & # <u>4200</u>
40.	75 cs	25 cs	<u>PAN LINERS</u> , half pan, deep, 10.4" x 12.8", 6" deep, bx/100  Pan Savers	4185 \$ <u>21.10</u> NET UNIT PRICE/CS <u>42636</u> VENDOR PRODUCT #	 <u>HALF DEEP</u> MFG NAME & # <u>42636</u>
41.	900 cs	300 cs	<u>PLASTIC WRAP</u> , 18" wide, 1000 ft roll  Reynolds 904	4186 \$ NET UNIT PRICE/CS  VENDOR PRODUCT #	   MFG NAME & #
42.	900 cs	300 cs	<u>TOWELS, DISPOSABLE</u> , Heavy Duty Wipes, bx/150  Kimberly Clark KC6280	6037 \$ NET UNIT PRICE/CS  VENDOR PRODUCT #	   MFG NAME & #
43.	450 bx	150 bx	<u>HANDIWIPIES, DISPOSABLE</u> , green, bx/20  3M Scotchbrite 96	xxxx \$ NET UNIT PRICE/BX  VENDOR PRODUCT #	   MFG NAME & #

Unit	Item	Pk/Size	Spec'd Mfg	Estimated Usage	Alternative		Your Item #	Price
					Mfg.	Pk/Size		
pkg	Gloves, Rubber/lined, Large	12 pair		10				
pkg	Gloves, Rubber/lined, Medium	12 pair		5				
pkg	Gloves, Rubber/lined, Small	12 pair		5				
cs	Gloves, Vinyl/medical exam/powder free, Large	10/100		10				
cs	Gloves, Vinyl/medical exam/powder free, Medium	10/100		30				
cs	Gloves, Vinyl/medical exam/powder free, Small	10/100		10				
cs	Hair Nets, Brown	10/144		10				
cs	Hinged Lid Container, Clear, 5x5	4/125		25	*			
cs	Pan Liner, Hotel-TPL25, 6" Hot	250	Tuff Gard	20				
cs	Pan Liner, Nylon, Hi Temp, (450 deg), 2.5-4"/Med	100	Pansaver	15			42001	\$31.10
cs	Pan Liner, Nylon, Hi Temp, (450 deg), 6"/Deep, 20	50	Pansaver	60			42002	\$18.90
cs	Pan Liner, Nylon, Hi Temp, (450 deg), 6"/Deep, 20	50	Pansaver	60				

## BID PROPOSAL FORM

## SHENANDOAH BUYING COOP - BLUE RIDGE GROUP

Company \_\_\_\_\_

ITEM #	DESCRIPTION	APPROVED BRANDS	EST. UNITS REQ	UNIT	UNIT PRICE	EXTENDED PRICE
295	PanSaver Pan Liners Full size pan (shallow & medium) Pan depth: 2.5"x4" 100/bx. Brand: Pack:	Pan Saver No Substitute	150	cs	\$38.10	0.00
296	Plates, Foam, 6" 1000/cs. Brand: Pack:	Mobil TH1-006 No Substitute	50	cs		0.00
297	Plates, Foam, 9" or 9-1/4", undivided. 500/cs. Brand: Pack:	Mobil TH1-009	25	cs		0.00
298	Spoons, plastic, medium wt., 1000/cs. Brand: Pack:	Dart 66-BW	350	cs		0.00
299	Straws, plastic, wrapped, 5-1/2". 12,000/cs. Brand: Pack:	Jet	175	cs		0.00
300	Tray Inserts, Clear Plastic Insert Dish, 3-1/2" x 3-1/2" x 1-1/4", Brand: Pack:	Ivex #196	200	cs		0.00
301	Trays, 6 compartment, foam, approximately 9" x 11", 500/cs. Brand: Pack:	Gen Pak Mobil TH1-0601	800	cs		0.00
302	Trays, Paper, food, number 25 or 1/4 lb. 1000/cs. Brand: Pack:	DOPDCO 5811 Fonda	250	cs		0.00
303	Trays, Paper, food number 50 or 1/2 lb. 1000/cs. Brand: Pack:	DOPDCO 5803 Fonda	200	cs		0.00
304	Bleach, 6/1 gal. Brand: Pack:	* <i>Pharmax</i> Austin or equal	300	cs		0.00

3/12/2003

# Chester County Schools Joint Purchasing Board Cafeteria Disposable Wares, 2003-04 Vendor Bid Form

Page 33

Name of Bidder \_\_\_\_\_

Item Number	Unit	Description
Item 186.00		Brand Name and Manufacturer # _____
Total Quantity 219		Unit Price: \$ _____

**187.00** Box PAN SAVER: High Temperatures to 400 degrees F, 20.8" L X 12.8" W, fits hotel pan 2 1/2" to 4", 100 liners/box, Pan Saver # 42001, No substitute

Upper Merion SD	4	Upper Dublin SD	8	Souderton Area SD	4	CDC	8	CASE	6
CAT - Brandywine	8	Head Start	4	Springfield SD	2	Tredyffrin - Easttown SD	1		

Item 187.00	Total Quantity 43	Brand Name and Manufacturer # <u>Pan Saver® / M 30 PLASTIC PRODUCTS</u>
		Unit Price: \$ <u>31.10</u> <u>GOOD THROUGH DEC. 19, 2003</u>

**188.00** Case PLACEMATS: PAPER, 10" x 14", colors, scalloped edges, 1000/case, Color choice at time of order, Vendor to provide a list/swatch book of available colors

Upper Perkiomen SD 2

Item 188.00	Total Quantity 2	Brand Name and Manufacturer # _____
		Unit Price: \$ _____

**189.00** Case PLACEMATS: PAPER, 10" x 14", white, scalloped edges, 1000/case, Springprint 13-100 or approved equal, sample required

Upper Perkiomen SD	2	Tredyffrin - Easttown SD	1
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Item 189.00	Total Quantity 3	Brand Name and Manufacturer # _____
		Unit Price: \$ _____

**190.00** Case PLATES: OVAL, 7" x 9", coated waxed paper, Preference or Jazz Pattern, sample required, Sweetheart or approved equal

Hatboro-Horsham SD	10	Upper Perkiomen SD	2
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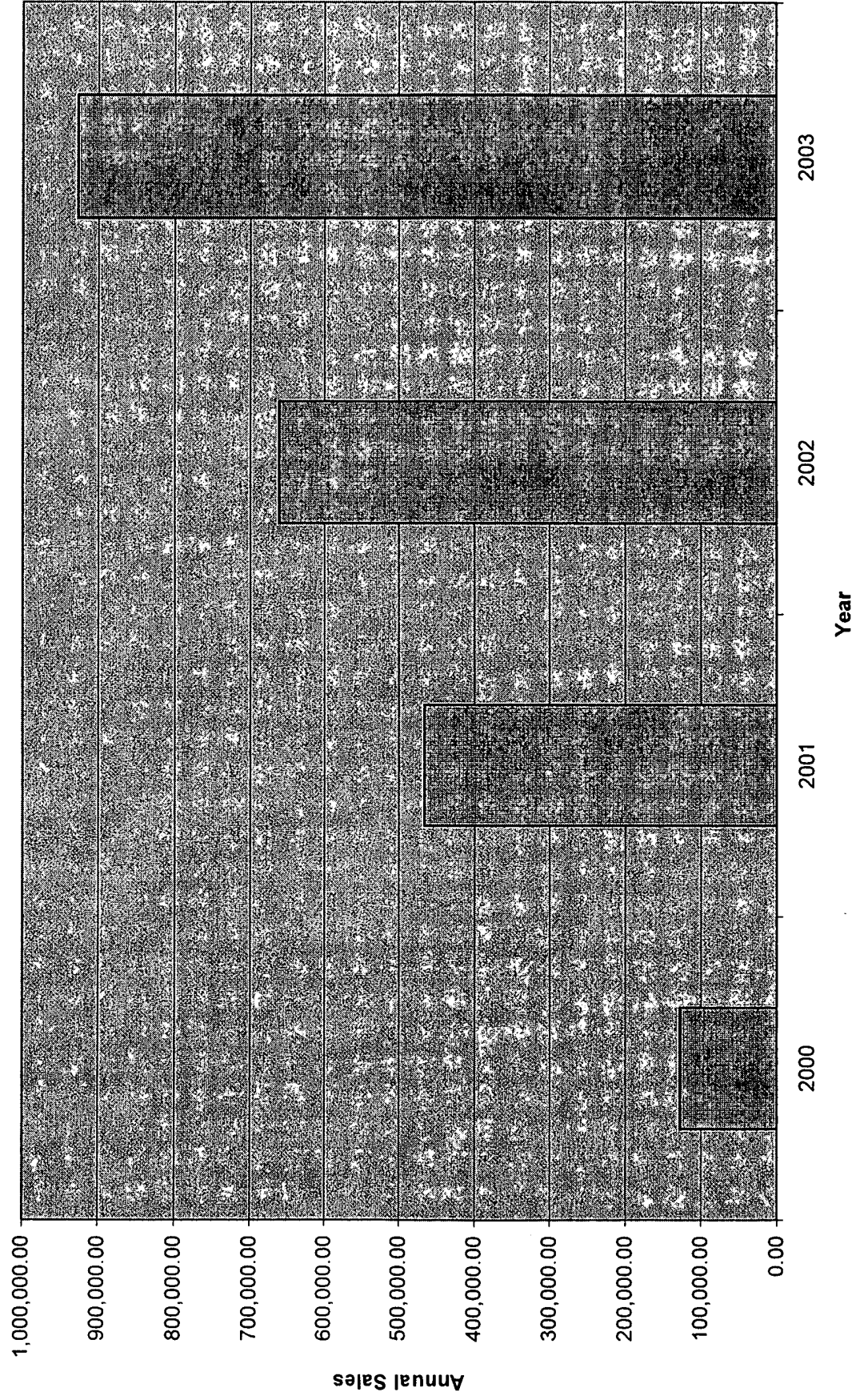
Item 190.00	Total Quantity 12	Brand Name and Manufacturer # _____
		Unit Price: \$ _____

**191.00** Case PLATES: OVAL, 7" x 9", foam, un laminated, white, 500/case, Dart 9PRWC or approved equal

Hatboro-Horsham SD	50	Upper Merion SD	5	Upper Dublin SD	10	Oxford SD	25	Avon Grove SD	30
Octorara SD	20	Upper Moreland SD	15	Upper Perkiomen SD	2	Great Valley SD	25	Tredyffrin - Easttown SD	11

Item 191.00	Total Quantity 193	Brand Name and Manufacturer # _____
		Unit Price: \$ _____

Contour Fit Pan Liner Sales (two most popular sizes)



# Sales & Marketing BULLETIN

Bulletin #: 274  
Date: January 21, 2004  
To: FoodHandler Sales Representatives, Sales Staff  
C: Leadership Team, Manufacturing, Customer Service  
From: FoodHandler Marketing  
Subject: PanPals Sales Opportunity

FoodHandler was successful in selling over 15,000 cases of PanPals High Temperature Pan Liners and Cooking Bags in 2003. Due to our effectiveness in penetrating the market, PanSaver has significantly changed their go-to-market approach. The below PanSaver advertisement appeared in the January issue of the Nation's Restaurant News magazine.



As you can see, PanSaver is now selling directly to the operator and cutting out the distributor. End users can easily order direct from PanSaver by sending an email or calling a toll free number.

## Why would a distributor stock PanSaver when PanSaver is directly competing with the distributor?

Please use this advertisement as a sales opportunity to speak to all of your distributors who are currently stocking PanSaver. Now is the time for all of your distributors to stock FoodHandler's PanPals High Temperature Pan Liners and Cooking Bags only.

Good Selling!





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